

# Charles Scott MAES, BA

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## Career Profile

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My professional focus has been on helping

- **Entrepreneurs** to grow their firms by assisting them to enter new markets and arrange financing;
- **Communities** to adapt to change by developing new economic opportunities; and
- **Professionals** to develop the tools they need to succeed in the marketplace by teaching business courses at the University of Northern British Columbia.

## Achievements

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**Established**.....an export center to assist firms to enter new markets, including market intelligence, developing consortia, coordinating trade missions, and networking with trade experts. Directly helped firms to generated \$12.5 million in incremental sales over 4 years.

**Delivered** ..... strategic initiatives for economic development agencies under their branding and from their offices, working directly with local firms to address areas of opportunity or constraint. This resulted in firms being engaged in community planning efforts and actively participating in labour attraction efforts; market access initiatives; and strategic planning events.

**Managed** ..... a loan portfolio as commercial lender with GE Capital and a community developmental lender. This involved interviewing customers, assessing risk, negotiating joint financing with other lenders, helping clients through difficulties, and collecting on security. The portfolio ranged in size between \$14 million and \$75 million.

**Initiated** ..... cluster development strategies for information technology and metal fabricating sectors in Prince George, which involved working with firms to identify obstacles & opportunities; accessing new markets; and recruiting stakeholder for major infrastructure projects.

**Facilitated** ..... community economic diversification planning and development of initiatives in a wide range of areas, including international trade, telecommunications, tourism, downtown revitalization, not-for-profit housing and energy conservation.

**Analysed** ..... the economic contribution of industrial operations on the local economy and the financial implications for the provincial and federal governments.

# Experience

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## Principal (Scott Consulting)

2002–Present

Scott Consulting

Providing business strategy, project management and market intelligence services on a consulting basis.

- Business consulting, assisting firms & not-for-profit organisations to prepare business plans; evaluate business cases of potential ventures; reposition; and plan strategically.
- Cluster development and business incubation on contract with local economic development entities. I established Export Prince George (2002-2007) to assist firms to become export-ready and go global. In Business Retention & Expansion roles (2001-Present), I assist firms to address aspects inhibiting growth, including identifying prospects, arranging trade missions and coordinating inbound visits.
- Economic analysis: cost-benefit analysis; socio-economic impact analysis; researching best practices in new service delivery; and preparing funding submissions to all levels of government.

## University of Northern BC School of Business

1999–Present



Delivered undergraduate and MBA courses in Marketing, Strategy, Entrepreneurship and Ethics

## Initiatives Prince George

7/2001–10/2012



CITY OF  
PRINCE GEORGE

Working within the municipal economic development office, my primary foci were:

- Market expansion – established and managed efforts to assist local firms to enter new markets in Canada and around the world, by providing market intelligence, coordinating trade missions, responding to incoming delegations, and helping businesses to form consortia.
- Cluster development – analyse opportunities and obstacles, work with stakeholders to develop strategies responding to opportunities.

## GE Capital Canada

5/2000–6/2001



As an Account Manager in the Commercial Equipment Finance arm of General Electric, I delivered:

- Relationship selling to established firms in forestry, mining, oil & gas, transportation.
- Commercial credit – analyse proposals, prepare credits for approval.
- Loan administration – including arrears, security releases, etc.

## Community Futures Development Corp. of Fraser Fort George

9/1993–5/2000



Within this community economic development agency, I had two roles:

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|---------------------------------------|--|
| Project Manager<br>1/1999 — 5/2000    | ➤ Business support – promote government programs, deliver pilot programs.      |
|                                       | ➤ Developmental lending – larger loans / more complex proposals.               |
| Business Analyst<br>10/1993 — 12/1998 | ➤ Business counselling.  |
|                                       | ➤ Loan portfolio management – all aspects, incl. sales, credit and collections |

# Education

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**Master of Applied Environmental Studies** in Industrial Development (1992), University of Waterloo, Waterloo, Ontario, Canada

**Bachelors of Arts** in Economics (1986). University of British Columbia, Vancouver, BC, Canada

**Certificate** in Artificial Intelligence: Implications for Business Strategy (2019), MIT Sloan School of Management, Cambridge, Massachusetts, USA

## Professional Development Seminars.

I have taken a wide variety of professional development seminars, highlights of which include:

- Dale Carnegie Human Relations Course
- Value-based Selling Program (*Rogen International*)
- Case Method Teaching (*Harvard University*)
- Cost-Benefit Analysis (*Arthur Anderson/UW*)
- Buying & Selling a Business (*Peat Marwick*)
- Financial Management for Business (*CIBC*)



# Community Involvement / Volunteerism

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Central Fellowship Baptist Church, Prince George, BC

- Member since 1993
- Sunday School teacher since 1998
- Member, Long Term Planning Committee (2011-2016)



Chamber of Commerce

- Director, Prince George (2003/04, 1996/97)
- Director, Atikokan (1992/93)
- Member, Prince George Chamber of Commerce since 2002



Royal Canadian Legion, Branch 43 (Prince George)

- Associate member since 2011

Family Caregivers of British Columbia

- Director since 2019



Family Caregivers of British Columbia

Real Estate Foundation of British Columbia

- Governor, 2011 – 2013

Prince George United Way

- Member, Allocations Committee (2001-2002)

Immigrant & Multicultural Services Society of Prince George

- Director, Chair of Finance (2001-2002).

